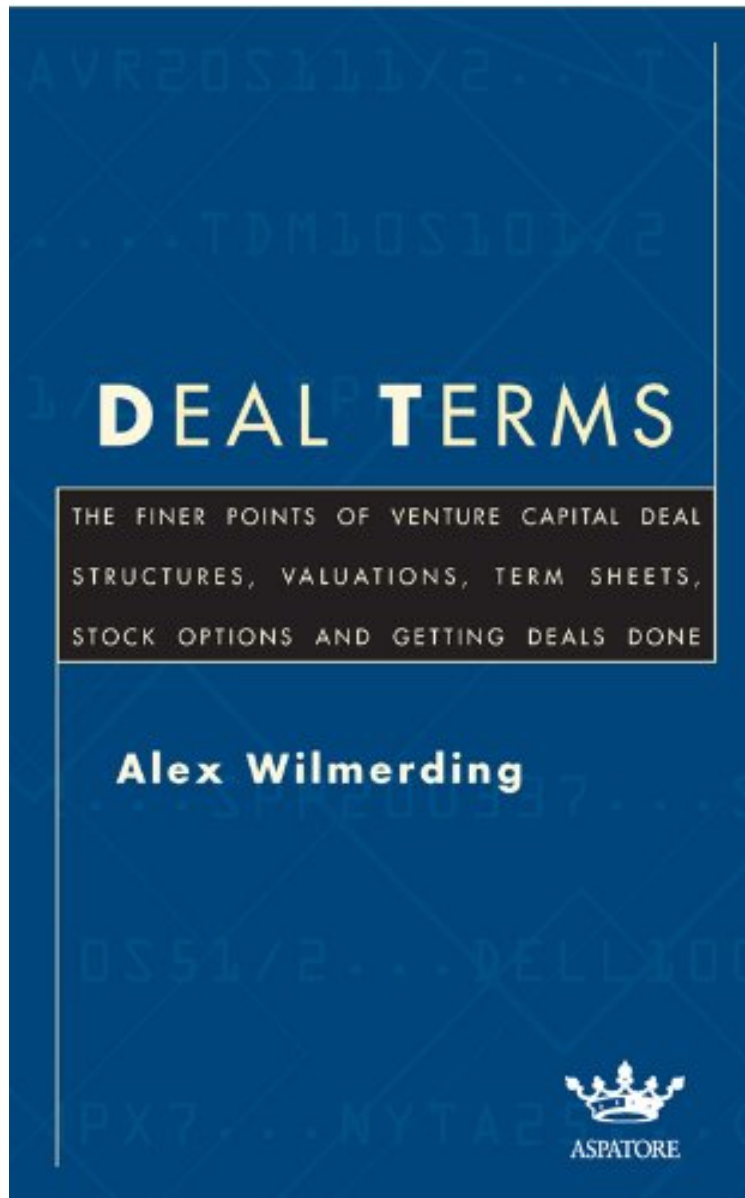


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Deal Terms is the first ever in-depth look at valuations, preferred stock, stock options and other variables that affect deal structure, written by Alex Wilmerding (a venture capitalist at Boston Capital Ventures and best selling author of Term Sheets Valuations). Written from a venture capital perspective, however applicable for all types of financings, Deal Terms includes actual term sheets, valuation methodology and analysis, assessment of stock option programs and their impact on valuations and capital structures and other real world documents used by leading venture capitalists and lawyers analyzed from multiple perspectives. A must have book for any executive, entrepreneur, or financial professional, this timeless classic is an unprecedented resource that will help you avoid costly mistakes, understand various structures and terms, and understand wording and language from other deal sheets to help you get deals done. Old Long: This product provides an in-depth look at valuations, preferred stock, stock options, and other variables that affect deal structure. It includes actual term sheets, valuation methodology and analysis, assessment of stock option programs and their impact on valuations and capital structures, and other real-world documents used by leading venture capitalists and legal professionals.

"Deal terms are a huge issue for most entrepreneurs; this is a really important resource." Andrew McKee, General Partner, Webster Capital -An indispensable reference for entrepreneurs and finance professionals--, Clifford Schorer, Entrepreneur in Residence, Columbia Business School -Deal Terms provides critical, in-depth, first-hand perspective on the crucial terms and factors which influence financing decisions for venture investors and early and expansion stage companies. It is an excellent follow-on to Wilmerding-s first book.- Graham Anderson, General Partner, Euclid SR Partners From the AuthorAlex Wilmerding works at Boston Capital Ventures and serves as a director of the boards of HUBX, Inc.; ImpactXoft, Inc.; and Khimetrics, Inc. He lives in Boston, Massachusetts. He is also the best selling author of "Term Sheets Valuations."About the AuthorAlex Wilmerding works at Boston Capital Ventures and serves as a director of the boards of HUBX, Inc.; ImpactXoft, Inc.; and Khimetrics, Inc. He lives in Boston, Massachusetts.